

EXHIBIT A

TO REGISTRATION STATEMENT

Under the Foreign Agents Registration Act of 1938, as amended

Furnish this exhibit for EACH foreign principal listed in an initial statement
and for EACH additional foreign principal acquired subsequently.

1. Name and address of registrant DEVELOPMENT COUNSELLORS INTL. LTD. 20 East 46 St. - Suite 901 - New York, N. Y. 10017		2. Registration No. 1421
3. Name of foreign principal ACAPULCO CULTURAL & CONVENTION CENTER	4. Principal address of foreign principal MEXICO CITY	

5. Indicate whether your foreign principal is one of the following type:

☒ Foreign government

☐ Foreign political party

☐ Foreign or ☐ domestic organization: If either, check one of the following:

☐ Partnership

☐ Committee

☐ Corporation

☐ Voluntary group

☐ Association

☐ Other (specify) _____

☐ Individual - State his nationality _____

6. If the foreign principal is a foreign government, state:

a) Branch or agency represented by the registrant.

ACAPULCO CULTURAL & CONVENTION

b) Name and title of official with whom registrant deals.

Alberto Philippe, General Manager

7. If the foreign principal is a foreign political party, state:

a) Principal address

N/A

b) Name and title of official with whom the registrant deals.

c) Principal aim

8. If the foreign principal is not a foreign government or a foreign political party,

a) State the nature of the business or activity of this foreign principal

N/A ;

b) Is this foreign principal

- Owned by a foreign government, foreign political party, or other foreign principal Yes ☐ No ☐
- Directed by a foreign government, foreign political party, or other foreign principal, . . . Yes ☐ No ☐
- Controlled by a foreign government, foreign political party, or other foreign principal . . Yes ☐ No ☐
- Financed by a foreign government, foreign political party, or other foreign principal . . . Yes ☐ No ☐
- Subsidized in whole by a foreign government, foreign political party, or other foreign principal Yes ☐ No ☐
- Subsidized in part by a foreign government, foreign political party, or other foreign principal Yes ☐ No ☐

N/A

9. Explain fully all items answered "Yes" in Item 8(b). (If additional space is needed, a full insert page may be used.)


N/A

CONFIDENTIAL - NO FORN DISSEM

CONFIDENTIAL - NO FORN DISSEM

10. If the foreign principal is an organization and is not owned or controlled by a foreign government, foreign political party or other foreign principal, state who owns and controls it.

N/A

Date of Exhibit A March 25, 1976	Name and Title Ted M. Levine, President	Signature 
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UNITED STATES DEPARTMENT OF JUSTICE
Washington, D.C. 20530

EXHIBIT B

TO REGISTRATION STATEMENT
Under the Foreign Agents Registration Act
of 1938, as amended

INSTRUCTIONS: A registrant must furnish as an Exhibit B copies of each written agreement and the terms and conditions of each oral agreement with his foreign principal, including all modifications of such agreements; or, where no contract exists, a full statement of all the circumstances, by reason of which the registrant is acting as an agent of a foreign principal. This form shall be filed in duplicate for each foreign principal named in the registration statement and must be signed by or on behalf of the registrant.

Name of Registrant	Name of Foreign Principal
DEVELOPMENT COUNSELLORS INTL. LTD.	ACAPULCO CULTURAL & CONVENTION CENTER

Check Appropriate Boxes:

- ☐ The agreement between the registrant and the above-named foreign principal is a formal written contract. If this box is checked, attach two copies of the contract to this exhibit.
 - ☒ There is no formal written contract between the registrant and foreign principal. The agreement with the above-named foreign principal has resulted from an exchange of correspondence. If this box is checked, attach two copies of all pertinent correspondence, including a copy of any initial proposal which has been adopted by reference in such correspondence.
 - ☐ The agreement or understanding between the registrant and foreign principal is the result of neither a formal written contract nor an exchange of correspondence between the parties. If this box is checked, give a complete description below of the terms and conditions of the oral agreement or understanding, its duration, the fees and the expenses, if any, to be received.
4. Describe fully the nature and method of performance of the above indicated agreement or understanding.

Advertising, direct mailings, and follow-up to convention and meeting planners contemplating site selection for meeting facilities.

5. Describe fully the activities the registrant engages in or proposes to engage in on behalf of the above foreign principal.

Research, writing, production, distribution of information on Acapulco Cultural & convention Center's facilities for possible meetings by groups considering selection of sites, including trade magazines and direct contact.

6. Will the activities on behalf of the above foreign principal include political activities as defined in Section 1(o) of the Act?^{1/} Yes ☐ No ☒

If yes, describe all such political activities indicating, among other things, the relations, interests or policies to be influenced together with the means to be employed to achieve this purpose.

N/A

Date of Exhibit B	Name and Title	Signature
March 25, 1976	Ted M. Levine, President	<i>Ted M. Levine</i>

^{1/} Political activity as defined in Section 1(o) of the Act means the dissemination of political propaganda and any other activity which the person engaging therein believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, persuade, or in any other way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting, or changing the domestic or foreign policies of the United States or with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party.

RECEIVED
DEPARTMENT OF JUSTICE
APR 1 3 31 PM '76
REGISTRATION UNIT
CRIMINAL DIVISION

México, D.F., February 23, 1976

Development Counsellors International Ltd.
20 E. 46 Street
New York, N.Y. 10017

Att'. Mr. Ted M. Levine
President

Gentlemen:

We are enclosing copy of cable forwarded to you on this date in Spanish and its translation into English, in which we officially confirm the acceptance of your January 23 proposal for a marketing program, as amended in letter of our Executive Director, Lic. Pedro Enrique Velasco, also enclosed, which in English reads as follows:

"Reference is made to your proposal of January 23, 1976 for a marketing program in behalf of the Acapulco Cultural and Convention Center to be carried out by Development Counsellors International Ltd.

We hereby confirm our acceptance to the program as amended to cover only items mentioned in the following budget:

1.- 'SPECIAL INSERT' PRINTING AND PRODUCTION

350,000 four-color promotional pieces and self-addressed reply cards for insertion in 2 editions of SUCCESSFUL MEETINGS and MEETINGS & CONVENTIONS, and 1 edition of ASSOCIATION MANAGEMENT.

\$ 34,575.00

2. 'SPECIAL INSERT' ADVERTISING SPACE COSTS:

SUCCESSFUL MEETINGS (2)
MEETINGS & CONVENTIONS (2)
ASSOCIATION MANAGEMENT (1)

\$ 10,800.00
13,400.00
3,650.00

\$ 27,850.00

3. 'REGULAR ADVERTISING' SPACE COSTS
4 COLOR, 7 X 10" SIZE:

SUCCESSFUL MEETINGS (6)
MEETINGS & CONVENTIONS (6)
ASSOCIATION MANAGEMENT (3)

\$ 12,630.00
16,320.00
5,100.00

.../

ASSOCIATION & SOCIETY MGR (3)	\$ 4,800.00	
BEST'S INSURANCE CONVENTION GUIDE (1)	1,330.00	
MEDICAL MEETINGS (2)	2,610.00	
INSURANCE MAGAZINE'S GREEN BOOK (2)	2,300.00	
WORLD CONVENTION DATES (2)	2,390.00	
	<u>47,480.00</u>	
Space Cost	8,500.00	
Production Cost	<u>8,500.00</u>	
		\$ 55,980.00

4. DIRECT MAIL CAMPAIGN

5,000 copies of three different special sales letters with reply cards and special envelopes printed in four colors including 15,000 copies of testimonial promotion piece, compatible letter and additional special materials including ads, article reprints, etc. Includes computer selected mail to qualified list of 5,000 prospective meeting planners three times a year (April, June and October 1976)

\$ 12,500.00

5. MARKETING FOLLOW UP BY DEVELOPMENT COUNS. INT.

Fulfillment. Individually developed in-depth detailed responses and sales efforts for requests emanating from advertising campaign and direct mailings,

\$ 6,000.00

6. OUT-OF-POCKET EXPENSES

DCI out-of-pocket expenses for business travel to México and in the U.S., communication and editor contact, representation, photography, special materials, etc., subject to approval by the Center upon submission.

\$ 4,000.00

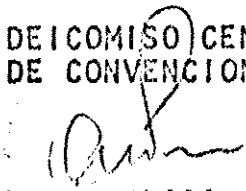
TOTAL BUDGET NOT TO EXCEED \$140,905.00

As agreed, Development Counsellors International, having received this acceptance, will proceed immediately to prepare the mechanics in order the advertising campaign starts according to the revised schedule in the month of April in the proper media.

It is also agreed that Development Counsellors International will bring to México City the actual mechanicals of production in the first week of March to obtain final approval."

Sincerely

FIDEICOMISO CENTRO CULTURAL
Y DE CONVENCIONES ACAPULCO.


Alberto Philippe M.
Managing Director

Development Counsellors International
25 East 46 Street
New York, New York 10017
Murray Hill 2-1383

March 8, 1976

Mr. Alberto Philipps
General Manager
Acapulco Cultural & Convention Center
Humboldt 49-2
Mexico 1, D.F.

Dear Alberto:

I think Frank Knight and I had a most fruitful visit with you and your various associates, and while my notes and memories are still fresh, I thought it might be useful to summarize some of the key points:

- (1) We are going ahead on the various projects (advertising, insert, direct mail) in the manner mutually discussed under our letter of agreement which extends to December 31, 1976. We may also be receiving a written contract to supplement this agreement.
- (2) We will bill you at the end of each month, March through December, 1976, inclusive. Included shall be a brief report of monthly activities, an objective analysis of our monthly progress versus our expectation and a monthly billing including where appropriate notes of explanation. Payment will be made within 30-days of your receiving our bill.
- (3) The marketing follow-up will be flexible, as discussed, based on the returns from promotion that come in but shall include the following stages: A) screening of initial inquiries and initial replies from our office; B) Arrangement for top prospects to meet personally in the U.S. with you or Pepe Vizcarra, where possible trying to tie in with your U.S. exhibit schedule; C) Arrangements for top prospects representing relatively large conventions to visit the Center for personal inspection; D) Booking of actual conventions.
- (4) In June, 1976, we will submit to you a detailed promotion proposal for calendar 1977.

Think we're off to a swell start.

Sincerely,

Ted M. Lovino